

WHAT IS CLAIMED IS:

1. A computer-implemented method for determining a price of goods made by a manufacturer in response to at least one electronic order from a buyer for the goods, comprising the acts of:

receiving the order;

determining whether title to the goods passes directly from the manufacturer to the buyer or through an intermediate e-market place; and

displaying a price of the goods to the buyer based at least partially on the determining act.

2. The method of Claim 1, wherein a first pricing regime is implemented when it is determined that title to the goods passes directly from the manufacturer to the buyer.

3. The method of Claim 2, wherein when it is determined that title passes through an intermediate e-market place, the method further includes determining whether to implement the first pricing regime or a second pricing regime.

4. The method of Claim 3, further comprising the act of:
determining whether to discount a price.

5. The method of Claim 4, wherein a discount is determined based on at least one of: volume of a current order, volume of annual orders, and projected volume of orders.

6. The method of Claim 4, wherein a discount is determined based on at least one of: an advance scheduling of the order, an industry segment of the buyer, a credit rating of the buyer, and a stocking/handling charge.

7. The method of Claim 3, further comprising the act of:
determining whether to customize a price.

8. The method of Claim 7, wherein the price is customized based on at least one of: geographic region, customer information, product line information, manufacturer information.

9. A computer having logic for executing method acts comprising:
receiving an order for goods;
determining whether title to the goods passes directly from a manufacturer to a buyer or through an intermediate e-market place;
and
displaying a price of the goods to the buyer based at least

partially on the determining act.

10. The computer of Claim 9, further including logic for executing a method act comprising:

implementing a first pricing regime when it is determined that title to the goods passes directly from the manufacturer to the buyer.

11. The computer of Claim 10, further including logic for executing a method act comprising:

when it is determined that title passes through an intermediate e-market place, determining whether to implement the first pricing regime or a second pricing regime.

12. The computer of Claim 11, further including logic for executing a method act comprising:

determining whether to discount a price.

13. The computer of Claim 12, wherein a discount is based on at least one of: volume of a current order, volume of annual orders, and projected volume of orders.

14. The computer of Claim 12, wherein a discount is based on at least one of: an advance scheduling of the order, an industry segment of

the buyer, a credit rating of the buyer, and a stocking/handling charge.

15. The computer of Claim 11, further including logic for executing a method act comprising:

determining whether to customize a price.

16. The computer of Claim 15, wherein the price is customized based on at least one of: geographic region, customer information, product line information, manufacturer information.

17. A computer program product having logic means comprising:
computer readable code means for receiving a buyer order for goods;

computer readable code means for dynamically determining whether to implement a first price or a second price based at least partially on title information; and

computer readable code means for displaying a price of the goods to the buyer.

18. The computer program product of Claim 17, further including:
computer readable code means for implementing a first pricing regime when it is determined that title to the goods passes directly from a manufacturer to a buyer.

19. The computer program product of Claim 18, further including:
computer readable code means for determining whether to
implement the first pricing regime or a second pricing regime when
it is determined that title passes through an intermediate e-market
place.

20. The computer program product of Claim 19, further including:
computer readable code means for determining whether to
discount a price.

21. The computer program product of Claim 20, wherein a discount
is based on at least one of: volume of a current order, volume of annual
orders, and projected volume of orders.

22. The computer program product of Claim 21, wherein a discount
is based on at least one of: an advance scheduling of the order, an industry
segment of the buyer, a credit rating of the buyer, and a stocking/handling
charge.

23. The computer program product of Claim 19, further including:
computer readable code means for determining whether to
customize a price.

24. The computer program product of Claim 23, wherein the price is customized based on at least one of: geographic region, customer information, product line information, manufacturer information.